

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL**

**April 12, 2022
1:30 p.m. (local time)**

TO BE HELD THROUGH WEBEX

TO JOIN, CALL: (240) 454-0887

MEETING CODE: 610915440 OR

<https://IndianaEnhanced.Webex.com/join/PLAWebex>

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| I. | Carpenter Realtors (CE21200006) | |
| | a. Finance Section of 30 Hour Post-Licensing | 6 hrs. |
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| II. | Cressy & Everett Real Estate (CE20900914) | |
| | a. Realtor Safety – Be on the Safe Side | 2 hrs. |
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| III. | Greater Northwest Indiana Association of Realtors (CE10600438) | |
| | a. Business to Business Principles: How to Serve Your Clients
By Better Serving Your Fellow Realtor | 2 hrs. |
| | b. All About the Money | 2 hrs. |
| | c. The Listing Interview & How to Uncover Title Related Matters &
Understanding and Writing an Enforceable Purchase Agreement | 4 hrs. |
| | d. Real Estate in the Digital Days | 2 hrs. |
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| IV. | Indiana Commercial Board of Realtors (CE10600375) | |
| | a. CRE Best Practices: Title Insurance and
Expansion Financing (RB&MB) | 2 hrs. |
| | b. Retail Real Estate Feasibility Using GIS (RB&MB) | 2 hrs. |
| | c. CRE Best Practices: Development Process and
Environmental Issues (RB&MB) | 2 hrs. |
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| V. | La Porte County Association of Realtors (CE21500006) | |
| | a. Indiana Agency Law | 2 hrs. |
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| VI. | McKissock, LC (CE10600460) | |
| | a. Live Webinar: Real Estate Investing Part 1:
How to Be a Top-Notch Player | 3 hrs. |
| | b. Real Estate Market Cycles and Trends | 3 hrs. |
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| VII. | New Day Realty Training, New Day Realty LLC (CE21800093) | |
| | a. What the HECM? A Creative Financing Tool (RB) | 2 hrs. |
| | b. What the HECM? A Creative Financing Tool (RB) | 3 hrs. |
| | c. What the HECM? A Creative Financing Tool (RB) | 4 hrs. |

d.	REAL Pros License Law - Managing Brokers Annual Update (RB & MB)	3 hrs.
e.	REAL Pros License Law – Managing Brokers Annual Update (RB & MB)	4 hrs.
f.	REAL Pros License Law – Broker Company Options, Open to Close (RB & MB)	3 hrs.
g.	REAL Pros License Law – Consumer Complaints & IREC (RB & MB)	3 hrs.
h.	REAL Pros License Law – Indiana Agency Relationships (RB & MB)	3 hrs.
VIII.	Simplify CE, LLC	
a.	Fair Housing	3 hrs.
b.	Listing Agreement Fundamentals	3 hrs.
c.	Real Estate Contracts	4 hrs.
d.	FHA Insured Mortgages	3 hrs.
e.	Ethics	3 hrs.
f.	CMAs, Appraisals and the Valuation Process	4 hrs.
g.	Residential Finance	4 hrs.
IX.	Southern Indiana Realtors Association (CE21200049)	
a.	Water Rights and Use	3 hrs.
X.	Tom Feeney School of Real Estate (CE22100014)	
a.	Code of Ethics	3 hrs.
XI.	Tucker School of Real Estate (CE10600410)	
a.	Title Basics 101	2 hrs.
XII.	WebCE, Inc (CE21900012)	
a.	Flood Insurance 2.0	2 hrs.

Personal Appearances

A. Dee Young - New Day Realty LLC, New Day Realty Training

Next Scheduled Meeting
May 13, 2022